

Lisa Anderson's Profit Through People™ Newsletter



Enabling Scalable, Profitable Growth No 199, June 2025

As our inaugural newsletter from LMA Consulting's founding in 2005, Profit through People remains our flagship brand because although most clients call us because of our manufacturing, supply chain and technology expertise, the 80/20 of success goes straight to people!

Lisa's Note

As we enter the summer season, I'm thrilled to share that we are celebrating our 20th anniversary of LMA Consulting!

A BIG thanks to our clients and colleagues as we wouldn't be here without you. We are excited to embark on the next 20 and think huge opportunities abound for manufacturers, distributors, and supply chain & technology professionals.



As we crossed into our 20th year, we put together a [Best of Supply Chain](#) webpage with our core topics and articles. Check it out and send us feedback and requests. In addition, we just refreshed a visual of our [consulting services](#) and are pleased that our sweet spot lies at the center of what will be critical to our clients' future success. I'm personally excited as this epitomizes what we do and the results gained.

- **Planning & Supply Chain Transformation** (demand & supply) - the #1 reason clients call
- **Process Optimization & Harmonization** (upgrades & disciplines) - a priority to ensure a successful rollout of upgrades and bottom line results.
- **ERP & Technology Performance** (intelligent & predictive systems) - a must for success

It is a great representation of every project we undertake and the powerful results our clients gain - **resiliency, scalability, visibility, profitability, and growth**. We also recently launched an exclusive executive program, [Supply Chain Power](#), designed to help C-suite leaders assess, optimize and strengthen their supply chain for long-term success.

For the next 20, we see that keys to success will include:

- **Predictive, forward-thinking, futurist:** This will be at the crux of success as winners separate from the losers like no other time in history, largely based on whether you are investing and allocating resources to "where the puck is going, not where it has been".
- **360 perspective:** Events around the world can impact every business. Keeping track of important trends, themes, bottlenecks, impacts of the economy, geopolitical events, and end-to-end supply chain is vital. We address several of these themes in our Supply Chain Briefing newsletter as well as our video series, [Supply Chain Bytes](#) & [Supply Chain Chats](#).
- **Artificial intelligence & advanced technologies:** No companies will thrive if they are not pursuing the "right" AI and advanced technology solutions.
- **Rapid pragmatic results:** This has been our focus from our first day in business as we didn't know anything about finding customers 20 years ago but we knew how to help manufacturers and supply chain organizations. Clients are even more focused on quick wins and gaining a rapid series of results in today's complex and volatile world.
- **Talent is your #1 asset:** Also core to LMA and specifically Profit through People, talent remains key to achieving success. In fact, it has greatly elevated in importance as the

landscape dramatically shifts due to demographic and generational change as well as the advent of artificial intelligence Give us a strong leader over a strong company any day of the week! It will take creative and innovative strategies to develop future leaders.

We will be introducing Supply Chain AI in the next few months. If you are interested in being a charter member, [contact us](#). In addition, we will be staying on the leading edge of [SIOP](#) with quick-hitting predictive models and forward-thinking strategies to drive customer value and profitable growth.

From a personal side, I want to congratulate my nephew on his graduation from NAU. He is moving to Madison, Wisconsin and looking for a starter job in IT, analytics or related field. He received a general degree with minors in math and computer science. If you have any leads, please [contact him](#). Much appreciated! You'll see a photo below as well as a photo of a family trip to Orlando. We were exhausted on the final day at the new park, Epic, after walking a TON of miles over four days, but we enjoyed it and spent good time together.



My nephew Dylan Anderson



Our family vacation

IN THE NEWS

It seems like a great way to celebrate 20 years that I was named as a [leading woman driving innovation in logistics and supply chain by Global Trade](#).

And for the rest:

- Quoted about tariffs in [Business Insider](#), [Daily Bulletin](#), [Press Enterprise](#), [Business Insider](#) (again) and [Inc. Magazine](#).
- Quoted in [MarketWatch](#) on the critical importance of critical minerals.
- Quoted in [Marketplace](#) and spoke on a PBS podcast about who can really move manufacturing to the U.S.
- Featured in the Intelligence Enterprise Leaders Alliance publication "[AI & Analytics in Supply Chain](#)". Download the full report [here](#).
- Featured in [IE Business Daily](#) and on [Professionals on the Inland Empire podcast](#) about commerce, collaboration and community.
- Published articles in *Adhesives & Sealants*, [Demand and Capacity Planning Pivotal for Profitable Growth](#).
- Published "[Supply Chain Volatility and Vulnerabilities: Resiliency, Regional Manufacturing, and Robotization](#)" in Medical Products Outsourcing (MPO).
- Published an article in *Brushware Magazine*, [Advanced Planning Strategies to Optimize Manufacturing Success](#).
- Spoke on an expert panel at [World Salon](#) about tariffs in the garment industry. To listen to the discussion & key highlights, refer [here](#).
- Commented on tariffs in Marketplace, the [de minimis exception](#) in Inc. and on [shipbuilding industry section 301](#) in The Capital Forum.
- Published press releases on [Supply Chain Power](#) and [LMA Consulting's New Services Framework](#).

- Our press releases were picked up in [IConnect](#), [Adhesives & Sealants](#), [Today's Medical Developments](#), [American Journal of Transportation](#), [Computer Newswire](#), [Supply & Demand Chain Executive](#), [Corporate Wire](#), etc.

Enjoy,
Lisa

P.S. Know anyone who is interested in getting ahead of the rapidly changing global business conditions by creating predictable revenue profitable supply? Refer them to [us](#).

The **STRONGEST LINK** in Your Supply Chain™



STRATEGY/ SIOP

Revving Up Sales & Maximizing Customer & Product Profitability with SIOP



As companies experience slowing backlogs, high interest rates, and inflationary spikes in costs over the last few years, revving up sales and keeping margins intact has become of paramount importance. The business environment has become volatile and challenging, requiring forward-thinking, bold strategies. Thus, leadership is turning to [SIOP](#) (Sales Inventory Operations Planning) and advanced strategies to create a path forward and surface key decisions ahead of critical junctures in the business. SIOP is a predictive process that will highlight

opportunities to grow sales, raise prices, and maximize customer and profit profitability.

Case Study: Building Products Manufacturer with Aggressive Growth Plans

An innovative building products manufacturer wanted to aggressively grow the business while keeping costs intact so that they could fund their business growth. Their business was highly seasonal because customers valued their product and were reminded of its value during the summer season. Thus, handling aggressive growth required foresight and planning. Thus, they focused critical attention on their sales strategies, CRM (customer relationship management) and BI (business intelligence) reporting, and sales forecasting models, which all rolled into their SIOP planning processes.

SIOP ensured a regular cadence and focus on revving up demand, a review of progress with key insights, and alignment with operations while keeping finance on the same page to ahead of the resources required to support the growth plans. The sales team used Salesforce to proactively

track potential customers, review progress in the sales cycle, and estimate potential opportunities by geography and product. In reviewing sales and customer trends and insights, opportunities emerged to focus additional resources in certain geographies, market segments, and/or new product development initiatives. High potential opportunities were included in the demand planning discussions and high level insights were included in the SIOP process to align cross-functional teams on the opportunities to grow sales while keeping costs intact.

As sales growth levels increased, it became challenging to keep up with operations while accounting for peak season, proactively alerting key suppliers, and managing inventory levels to mitigate cost and cash bottlenecks. SIOP provided an item level demand plan by month in alignment with prior seasonal trends while incorporating growth plans and customers insights. The team turned to a predictive demand and supply planning software to rapidly incorporate changing conditions and provide recommendations for supply requirements (planned production and purchase orders). These summarized demand and supply plans were reviewed during the SIOP process in addition to new product development plans correlated to sales objectives so that they could be tightly coordinated with Sales, Operations and Finance. This alignment and coordination enabled the company to grow rapidly and double their business over the next few years while maintaining and improving margins.

Case Study: Consumer Products Manufacturer Deep Dives into Margins

A consumer products manufacturer started to see a deterioration in margins and their ability to forecast costs. Thus, they worked with supply chain consultants to upgrade several core processes (operations, inventory, supply chain, and [use of ERP](#)) to right the ship. However, these actions alone were not sufficient. They wanted to be able to forecast and better impact their sales revenues and operational costs to return to profitable growth. Thus, they turned to SIOP.

As they rolled out SIOP, they started with historical sales, reviewing trends by key customer and product line. The frequency of orders and order sizes impacted cost, and so they incorporated these variables into the analysis. Pricing was a mess as there were large rebates from key customers like Amazon several months after the initial sale, muddying the picture of margins by customer. We worked with the ERP resources and internal teams to develop directionally correct pricing and rebate trends and allocating these by customer. This resulted in customer and product revenue, pricing and profitability graphs. Clear opportunities emerged.

From the operations perspective, we derived directionally correct run rates for key products and work centers. The Engineering team updated key routings and boms to support reasonable projections. Instead of assuming the spaghetti-like operational flow would carry forward, we developed lean principle derived cells and addressed bottleneck operational steps. Taking the 80/20 view, we developed capacity and staffing forecasts to support the demand plan and estimated the resources required by job skill. Thus, operational plans and upgrades could be pursued.

By rolling out a monthly SIOP review and refresh of the demand and supply planning processes, the team could proactively address changing conditions and keep an eye on improvements. The Board used the SIOP plans to review key decisions, set priorities, and hold leaders accountable. Sales also had a game plan of customers to meet with to discuss pricing, rebates, and sales opportunities to drive revenue and margin improvements.

SIOP: The Path Forward

SIOP can be used as an integral part of your sales planning and budgeting process. More importantly, SIOP will highlight pricing, mix, and margin opportunities while aligning all functions on the single source of truth. It is a collaborative, forward-thinking, and strategic process to align demand with supply and Sales with Operations to transform your supply chain and drive business results. To learn more about how to rollout SIOP, download a complimentary copy of our book, "[SIOP \(Sales Inventory Operations Planning\): Creating Predictable Revenue and EBITDA Growth](#)". Bottom line results will follow.

[Did you like this article? Continue reading on this topic:
Using SIOP to Drive Revenue, Margin, & Working Capital Predictability & Improvement](#)

Timely News, Updates & Strategies: Supply Chain Bytes

Supply Chain Bytes is our quick-hitting video series that delivers concise, impactful insights on the

latest supply chain changes, strategies, trends, and impacts—all in under 90 seconds. Stay ahead with quick updates that keep you informed in the rapidly evolving supply chain landscape. See the full series - SupplyChainBytes.com



PLANNING

Sales Forecasting Case Study to Fuel Customer & Operational Success

Sales forecasting, also known as demand planning, is integral to achieving profitable growth. To ensure superior service and operational performance, visibility into customer and operational requirements is a must. The sales forecast powers the [SIOP](#) (Sales Inventory Operations Planning) process to align sales with operations to support customer success and fuel an operational rhythm to deliver bottom line results.



Case Study: Food contract manufacturer boosts service & operations with sales forecasting

A food contract manufacturer was experiencing issues in keeping up with customer orders efficiently and effectively and wanted to level up operational performance by getting ahead of the demand plan. Executives thought they could bring a few points to the bottom line with the increased visibility as it gave them the opportunity to optimize the production plans. They had a solid ERP system, JD Edwards, and an advanced planning tool to optimize and visualize the production schedule sequences. They thought the increased visibility would also enable their purchasing team to get ahead with MRP and proactively manage purchase requirements for ingredients to mitigate frequent production schedule changes due to shortages.

Thus, they decided to perform a cradle to grave supply chain assessment which concluded that a 3-prong approach would achieve the objectives.

- **Demand plan:** The key to success was to upgrade the [demand planning process](#) to proactively manage demand, forecasts, and customer commitments.
- **Translate to 4-month plan:** Turning the demand plan into a production plan and giving Operations a 4-month view into what's coming down the pike was essential while managing short lead-time requests.
- **Priority support initiatives:** To ensure the operations plan would deliver a step level change in productivity and profitability, we also had to address supporting processes.

None of the results would be possible without a better view into the demand plan. Thus, we focused on several improvements to the demand planning process.

- **Replace blanket order process:** This manufacturer used blanket orders to secure longer-term customer commitments. However, as is typical across all clients, customers change their mind frequently, revise blankets and do not see them as a firm commitment for a specific date. Thus, although there is a level of dollar commitment, the demand plan doesn't have timing associated with it and Operations cannot plan. Thus, the client decided to pursue alternate strategies to track secure commitments and convey timing to Operations. At a minimum, monthly quantity releases would be set up that align with forecasted shipments.
- **Sales & customer meetings by customer:** One of the critical pieces for success is to coordinate interactive customer discussions. For each key customer, we put together historical sales patterns to review in the meetings as well as status of key customer priorities such as expiring inventory and new products. We set up sales and demand discussions with the appropriate Sales, Customer Service and customer contacts to discuss trends, issues, and forecasts. We received invaluable input, and set up a regular cadence for these demand planning discussions as a part of the SIOp demand planning cycle.
- **Customer's customer:** During the sales and customer meetings, insights about the customer's customers was also incorporated. For example, the same brand could be sold to Starbucks, Costco, local stores and doctor's offices. During the pandemic, the sales at big box stores remained robust; however, Starbucks declined for items sold at the cash register (as people went through the drive thru only), local stores were closed, and doctor's offices were largely closed. Thus, the customer's customer became vital in forecasting.
- **Expiring materials:** Bringing expiring materials into the discussion impacted the forecasts as it could expedite certain products in the forecast and positively impact inventory.
- **Large customers:** A few of the large customers had consumption level data. Gaining access to what was being sold at the customer on a regular cadence is the best indication of how sales are trending. Thus, the team incorporated whatever information they could gain into the customer forecasts.
- **Customer forecasts:** As is common across many clients and especially true for contract manufacturers, the key to success is to develop customer forecasts. Not all customers grow at the same rate and experience the same issues. Thus, the team took the information collected at the customer meetings, developed estimated timing and put customer forecasts and/or blanket order releases into the system to drive planning and MRP.
- **Smaller customers:** Smaller customer forecasts could be incorporated into the "all other" forecast. Typically, these are based on historical trends or other key items that apply across customers. If an unusual order arose, we could set a longer lead time to maintain a stable 4-month demand plan.
- **Consumption:** In addition, the team set the system and process to track consumption vs. the forecast. Thus, if a customer started to run behind, Customer Service would follow up to find out what was happening with the customer. The root cause was more easily pinned down and could be addressed or re-forecasted.
- **Tie with SIOp (Sales Inventory Operations Planning):** All of the forecast information is incorporated into a rolling 12-month demand plan with a detail-level focus on the 4-month timeframe, making the basis of the SIOp process.

Demand Plan Powers Operational Results

The demand plan powered operational results. The demand plan drove MRP and production scheduling via JDE and their advanced planning system. MRP provided base production plans and time bucketed material requirement plans. Purchasing utilized this data along with business intelligence type reporting to proactively manage materials to improve availability with better management of expiration dates. For more information about these types of strategies, refer to our article, "[Planning and MRP Upgrades to Support Revenue Plans & Proactively Manage Capacity](#)".

With improved material availability and sales forecast accuracy, the planning team could rely on the base production plan. They upgraded the process by refining and better utilized their advanced scheduling software. It provided a visual schedule and color coded key characteristics such as key flavors requiring longer changeovers, changeover groups, ideal run sequences, items requiring kosher coordination, etc. For detailed strategies to upgrade production scheduling processes, refer to our article, "[Scheduling Best Practices to Improve Service and Performance](#)." Service levels and operational performance increased and slow moving and obsolete inventory (SLOB) decreased.

The Bottom Line

The value of demand planning and sales forecasting is often overlooked, especially by companies focused on lean initiatives. Lean and demand planning are complimentary, not contradictory. We have yet to meet a client with a stable and consistent demand pattern as real life intervenes, customer demand patterns shift and disruptions occur. Thus, the more you can incorporate consumption the better; however, your forecast will be more accurate if you view these concepts as complimentary, set up a regular review and cadence, and incorporate changing conditions. The clients that follow these best practices drive substantial service and profit results.

[Did you like this article? Continue reading on this topic:
What is Your Demand Plan? Sales Strategies for Success](#)

Listen to a Client Example Case Study

Thrilled to share our client's success story related to key improvements in capacity to support aggressive sales growth and gain visibility, the upgrade of MRP to improve customer service and optimize operations, and developing a proactive approach to achieving inventory objectives. Our client discusses process upgrades, ERP optimization, and collaborative success.



ERP & RELATED TECHNOLOGIES

Using AI to Drive Productivity, Profitability & Performance

As manufacturing and supply chain organizations have proven vital to compete in the world marketplace, trillions of dollars have poured into manufacturing, data center expansions, energy, and related supply chain industries such as shipbuilding and ports. These organizations are no longer the stodgy, old world, manual labor intensive ones of the last fifty years. Instead, the successful manufacturing, milling, refining, forging, and other organizations will be high-tech. [Artificial intelligence](#) is not only integral to each of these industries but it will also power productivity and enhanced customer value across every company in the future. Thus, it is an imperative to pay attention to current uses of AI and to think strategically about AI applications to drive productivity, profitability and performance. If you do not lead, you will fall to the wayside.



There are countless uses for artificial intelligence in manufacturing and supply chain. We've provided several options and examples.

AI Uses in Supply Chain Planning (Demand & Supply)

- **S&OP / S&OP:** [S&OP](#) (Sales Inventory Operations Planning) utilizes artificial intelligence to reconcile demand and supply with forecasts and "what if" simulations. In today's disrupted supply chains, predicting issues and recommending optimized alternatives is essential to success.
- **Sales insights:** By utilizing AI and predictive analytics in analyzing sales data with CRM (Salesforce, Microsoft Dynamics etc.), quoting systems and business intelligence (BI), Sales leaders can gain insights into where to focus attention to grow sales, margins, and assess pricing and mix changes and associated implications.
- **Demand planning:** One of the classic uses for artificial intelligence is in developing sales forecasts. Forecasting systems detect patterns in historical sales, promotions, seasonality, external signals (like weather or social trends), and even real-time events, resulting in dynamic forecasts that pick up on changes faster than people.
- **Advanced production planning:** AI is also used in [advanced planning](#)/ production planning to analyze constraints like capacity, labor, materials availability, and machine uptime to dynamically recommend the optimal production plan and/or allocate production among facilities to optimize service and cost.
- **Advanced logistics planning:** AI is utilized in demand driven replenishment to optimize inventory across distribution centers and forward-stocking locations to reduce carrying costs while improving fill rates. It can also utilize real-time point-of-sale (POS), e-commerce, and ERP data to anticipate stockouts and automatically trigger replenishment.
- **Capacity & labor planning:** AI machine learning forecasts daily or hourly labor needs based on production volumes, inbound/outbound volumes, product mix, and historical trends.
- **Supplier & logistics risk modeling:** AI can assess supplier risk, lead time variability, geopolitical disruptions, and recommend alternate sourcing or routing options and dynamically reassign orders across multiple suppliers, transportation partners, or 3PLs to mitigate risk.
- **Inventory Optimization:** A common use of AI is to [optimize inventory](#) - balance inventory investment with service levels by predicting optimal safety stock, lead times, and reorder points across the network.
- **Transportation Optimization:** AI will dynamically adjust routing and load planning based on delivery windows, traffic, weather, and carrier availability to optimize transportation and goods movement.
- **Cash flow planning:** Another great use of AI is to predict cash flow requirements analyze scenarios to optimize results.
- **Predictive analytics, exceptions & alerts:** In addition to providing sales insights, there are many uses for predictive analytics to enhance customer value, productivity and profitability. In addition, [modern ERP systems](#) such as Oracle and SAP are embedding AI agents and functionality to increase productivity and profitability. There are countless flags to highlight potential shortages, delayed receipts or shipments, errors, potential spikes and/or bottlenecks, etc.

AI Uses in Manufacturing & Distribution Operations

- **Predictive maintenance:** Instead of following typical preventative maintenance schedules which can negatively impact service and operational performance as production schedules must non-optimally plan around them, predictive maintenance focuses attention on those items that require attention to mitigate machine breakdowns and further costs.
- **Predictive quality control:** Most successful clients include quality inspection to catch issues sooner in the process. For example, key quality checks are performed after the first operation step instead of waiting to inspect later in the process, thereby minimizing scrap and rework. Moving to predictive quality control allows you to capture quality issues as they occur so that immediate adjustments can be made.
- **Process automation:** There are countless opportunities for process automation in manufacturing environments. For example, CNC machine tool automation utilizes automated tool changers, part loading/ unloading, and in-process inspection, resulting in the opportunity to continue production without a dedicated resource and/or lights out production. Similarly, in a beverage process manufacturing company, they used automated bottling and filling lines to fill, cap and seal at high speeds. In a distribution
- **Robotics:** [Robotics](#) can be utilized in several areas in manufacturing to reduce variation, improve quality, free up human operators for complex tasks and increase production output. For example, an industrial manufacturer robotic welding cells for repetitive tasks to run around-the-clock without dedicated operators. In a high volume distribution center, they utilized robotic picking systems to improve order accuracy and enable scalable e-commerce fulfillment.

- **Autonomous vehicles:** Driverless vehicles are used widely in manufacturers, distributors, and is gaining momentum in goods movement. For example, automated guided vehicles (AGVs) and autonomous mobile robots (AMRs) move pallets, cases, totes and other items around the factory and warehouse floor.
- **Drones:** Drones can monitor inventory and key areas of your operation. For example, a consumer products distribution center used aerial drones to perform inventory checks in high-bay storage. The railroad uses drones to check key areas of track.
- **Dynamic slotting:** Artificial intelligence will learn product velocity, order frequency, and seasonal patterns to continuously re-slot items in the warehouse, thereby increasing pick accuracy, reducing labor, and, most importantly, quickening the process.
- **Energy optimization:** Since energy is a key driver behind manufacturing, logistics, and AI, we will need to conserve as much as possible to support growth and mitigate costs. Utilize AI to monitor and adjust energy usage to minimize waste and lower costs.

AI Uses "Across the Board" & for Support Functions

- **Worker assistance:** This is a critical area that will impact every company. Automation tools will augment your team with AI-driven recommendations, predictive alerts, and smart instructions. For example, a water storage solution manufacturer wanted to make a dramatic upgrade in the use of their MRP system; however, updating data fields to make the transition happen was prohibitive in terms of resource requirements and timing (as they couldn't perform transactions in the interim). Thus, an innovative team member developed an automation script to address the issue. Thus, the implementation was seamless and quick, resulting in improved service levels, better visibility of requirements and operational performance. In another example, an aerospace manufacturer wanted to run their customer contracts through an AI tool to pick out key pieces of information and speed up and improve a vital process required to grow sales.
- **Customer Service automation:** Chatbots and AI assistants can provide real-time order updates, ETAs, and issue resolution across multiple channels and proactively notify planners, buyers and/or sales reps about delays, substitutions, and unusual orders.
- **Returns automation:** AI predicts return likelihood by SKU or customer profile and can automate disposition decisions (restock, refurbish, scrap, or resell) and follow up tasks.
- **Product design:** Companies can use generative AI models to create and test new product designs rapidly, giving them a leg up on the competition.
- **Engineering:** AI can provide base engineering designs to speed up engineering and design. It can also suggest improvements that might be overlooked by a person.

Rolling Out AI

There are so many examples and use cases of artificial intelligence that it makes sense to pursue a common sense, forward-thinking strategy to deploy AI.

- **Brainstorm:** Not all companies and situations are created the same. Get your best talent together, incorporate input from the floor to the technician to leaders, and compile a list of ideas.
- **Prioritize:** Use a bit of common sense. Determine what's most important to achieving profitable growth, what will differentiate you from your competition, what's enables you to go faster, be better, and/or accelerate results. If everything is a priority, nothing is a priority. Choose one of your top ideas and move forward. You can add/ revise when appropriate.
- **Encourage success:** Invest in resources, develop a culture of innovation, encourage ideas with rewards and recognition (consider recognizing the best idea that didn't work), and be invested in the day-to-day success.
- **Develop cadence:** Review on a regular cadence, incorporate into programs such as SIOP to nimbly address and prioritize changing conditions, and make adjustments as needed.

The Bottom Line

No one will succeed in the next decade if not incorporating AI and advanced technologies to spur success. It simply is not feasible to create customer value and profitable growth while navigating more complexity, ambiguity, volatility and uncertainty without utilizing advanced tools and technologies. Look for opportunities to support and bolster your plans with AI, resource them, continually enhance with forward-thinking insights and results will follow.

Crafting Tomorrow's Supply Chain Today

Our special report shares critical insights into strategic shifts and innovations that are reshaping the future of supply chain management. [Download](#) your complimentary copy.



Experience in Working with LMA

Our client Armacell talks about their experience in working together from the CEO, General Manager of Operations, Integrated Business Planning (Supply Chain/ SIOP), and Sales point-of-view



Connections

THIS MONTH'S REQUESTS:

- If you have a supply chain or operations position, post it on our Association for Supply Chain Management Chapter (ASCM/ APICS) [website](#).
- Do you know a top notch family law attorney with key clients in Southern California area interested in growing his/her business and meeting top-notch trusted advisor colleagues in the Inland Southern CA area? If so, I lead a group of top notch trusted advisors (with hybrid capabilities), [ProVisors](#) Ontario group, and we have an opening for someone interested in super charging their network, stimulating commerce, community and collaboration. Please introduce [me](#).
- If you are looking for a solid Operations and Supply Chain Leader with the ability to

execute, [contact me](#) for a referral.

NOTE: To submit an item for this section, please send me an email with a short description of your needs and an email address. Please note that NOT all requests will be published as it must fit the guidelines and align with the Profit through People brand.

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